

# RAPPORT

THE MAGAZINE FOR NLP PROFESSIONALS

Tiny ripples  
of...

Hope

NLP Quick Tips • Education • NLP Stories • Health & Wellbeing • Lifestyle • Business • ANLP News • NLP People • Social Media  
NLP Conference & Awards • Coaching • Author Interview • Diary Events • Research • Book Reviews • NLP Practice Groups • Blog

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# How teaching mood control can improve school performance



By David Hodgson

The most success I've had in schools is by renaming things



I write this article as rain slices through a charcoal Manchester sky and raindrops punch the roof of my car. Sometimes it's better to be inside looking out. The storm deluging the UK is called Dennis. Naming things is important. Since storms have been named the reporters have an extra swagger. They stand atop a precarious bridge clutching a mic tightly as their hair swings across their contorted faces before cutting to an earlier sequence in which we see a bemused granny in a dinghy, being guided by a partially submerged fireman, down a river that was the high street three hours ago. Naming things is important. Though perhaps storms could be given more dramatic names like Thor or Destruction rather than the names of benevolent uncles and aunts like Colin, Dennis or Gladys.

The most success I've had in schools is by renaming things. Asking children to name the state they're in allows them to take control of their learning. Bored, curious, excited, nervous are names given to the moods at the start of a lesson. The mood, invariably persistent, then predicts the direction of the lesson as reliably as the flow of flood waters.

I modelled top-performing students for my book *The Brainbox*, and top-performing teachers for my books *The Little Book of Charisma* and *The Little Book of Inspirational Teaching Activities*:

*Bringing NLP into the Classroom* and find that just naming the ideas something else has allowed me to spread some of the benefits of NLP applications.

Always be in the right mood for whatever it is you're going to do next. This is probably the best life advice I've ever been given. When I modelled students this was my most important observation. The maths class sat leaning forward in rapt attention, waiting for the maths to begin with an almost unbearable thirsty anticipation. 'What are we going to revise, Sir?' The slide revealed the title. 'Oh brilliant, I love surds!' Their palpable heightened state of awareness was replicated by high-performing students in all other subjects too. So being in a state of curiosity like a child being offered a choice from a full tub of Celebrations is the start of great learning. Other moods just don't result in great learning. This is worth knowing. Students only move into the right state for the subjects they like. Fifty per cent of students consciously enter the right state at the beginning of a lesson, only a quarter of students get into the right state for revision and half sabotage exam performance by being nervous during their time in the exam hall. Their state for subjects they dislike is named boredom, irritation or even contempt. I've worked with hundreds of students on state control to start all lessons, exams and revision. This has a huge influence on the performance

## Being in a state of curiosity is the start of great learning



level that follows. At the Olympics, in the final of the 100 metres event, the crouched athletes awaiting the starting gun will have ensured they are in the right state. They won't be thinking of the inadequate hotel toast-making machine at breakfast (always too slow or too fast), they'll be in exactly the right state. I help students choose to avoid boredom during lessons. In exams I help students avoid nerves. The famous Aberdeen puppy experiment revealed the important role of oxytocin on performance. Fifteen minutes before an exam half of the students stroked puppies, the others did not. The results were clear: the puppy-stroking students did far better. The experiment was repeated and the results replicated. The difference was higher levels of oxytocin in the blood. Oxytocin, the cuddle chemical, helps us relax, feel safe and may also boost our creativity. This is enough to positively impact exam grades. Many universities now offer their students oxytocin-boosting animal-petting sessions during the exam season. I've suggested schools introduce their own version of this



and their ideas have included using pictures of puppies or kittens in the exam venue, playing calming music or a quick silly dance routine before they sit down, and providing a pre-exam breakfast to students with reassuring pep talks.

Learning how to anchor states prior to lessons, revision or exams takes only a few seconds. This is an easy win for teachers and students looking for ways to boost SATs and GCSE performance.

When I first qualified I attempted to push NLP into education with the ferocity of a storm. I'm now far more subtle. Some teachers are adamant that NLP is wrong, evil and discredited. Then they often say something like, 'The year 10 group you're going to work with are particularly challenging,' as they contort their face in a sorry-nothing-to-do-with-us expression. When they register my disappointment they quickly follow up with, 'Year 7 are lovely though,' in an attempt to redress the balance, unaware of their flagrant use of NLP. Really? I wonder. All of them some of the time or some of them all of the time? I realised that NLP has always been in schools, especially in those schools that think it isn't. It's also in rude health in hospitals, armies, governments and churches too, but enough of preaching to the converted. After all, we NLP people are supposed to be good communicators. We just need to be aware that some things need to be handled carefully, like changing a colostomy bag or returning the Christmas decorations to the loft (if I hadn't had to Hoover up shattered baubles from the landing floor this article would have been better).

As I finish writing this article the storm has passed. States pass too but being able to choose the right one changes the results we achieve. We can't control the weather but we can control our internal states to influence outcomes. This is one of NLP's best ideas and definitely worth sharing in schools. ■

**David Hodgson** is a training consultant and author who works with teachers and students across the UK and abroad. He has written a number of books to help teachers and students thrive in the classroom and beyond. Please visit [www.crownhouse.co.uk](http://www.crownhouse.co.uk) to see David's published books.

# Tiny ripples of hope



By Michael Dunlop

**O**n 6th June 1966, at the University of Cape Town, Robert Kennedy delivered what is often considered to be one of the greatest speeches of all time.

Speaking to an audience yearning for change and for a better future, yet feeling powerless in the face of the enormous system that bound them, Kennedy reminded them that:

*'It is from numberless diverse acts of courage and belief that human history is shaped. Each time a man stands up for an ideal, or acts to improve the lot of others, or strikes out against injustice, he sends forth a tiny ripple of hope, and crossing each other from a million different centres of energy and daring those ripples build a current which can sweep down the mightiest walls of oppression and resistance.'*

I'm honoured to be a presenter at the NLP International Conference on 15th May 2021 and the topic that I've chosen, with due deference to Bobby Kennedy, is 'Tiny ripples of hope'.

In 2011, we were devastated by the loss of our beautiful daughter, Orlagh Rose, after an incredibly brave battle with a rare immune condition called HLH. Orlagh was such an amazing character, full of joy and colour and love and life. She filled every moment of every day and even during her illness she inspired so many people around her with her courage and her determination.

Having met so many brilliant people in the healthcare system on

our journey with Orlagh, I wanted to make a difference by helping people who make a difference. Which, it turned out, was much harder than I thought.

In particular, when I mentioned the dreaded words 'neurolinguistic programming', I often found a degree of scepticism, occasional resentment and sometimes open hostility.

After a number of bruising experiences, I realised that I had to go back to the drawing board and re-think things.

My experience has been that often it's not the big things that make a difference. It's the little things done well and with integrity.

Like so many other people in our field, I am hugely indebted to John Seymour for his wisdom, skill and generosity in passing on the lessons that have made a difference for him so that we could in turn pass them on to others.

And in that spirit, I'd like to share with you some of the lessons that I have learned along the way and introduce you to the work of some amazing people who are creating ripples that spread and make a difference.

## 1: Know your 'stuff'

John Seymour always encouraged his students to set up practice groups, whether formally or informally, and it's a tradition we

Often it's not the big things that make a difference. It's the little things done well and with integrity

Hope

## It's the basic skills such as rapport, outcomes and awareness that make the biggest difference

have continued in Northern Ireland. While it's important to stretch yourself and keep abreast of the latest innovations and developments it's so easy to get caught on the treadmill of catching up with the latest trends and neglect the importance of regularly practising the skills you already have.

It's also important to know your audience and the people that you want to work with (or for) and to remember that, first and foremost, they are people. I learned this lesson when I was first asked to take an NLP session for 50 of the most senior GPs in Northern Ireland who were training new GPs, and I was terrified.

About an hour into the session we did an exercise that will be instantly familiar to anyone who has studied NLP – using body language to build and break rapport. I'll never forget standing in that room as the sun shone in through the window; a group of GPs were having a ball as they explored just how quickly they could build and break rapport and then talked about how they had never thought about their interactions in those terms, with patients or colleagues, and how and when it could be useful for them. And that's when I realised that, a) I had mistaken job titles for human beings, and b) there was something really useful that we could contribute with this NLP stuff.

From the feedback we receive it's clear that it's the basic skills such as rapport, outcomes and awareness that make the biggest difference in the room and beyond, as those involved put them into practice and they ripple out into the world.

### 2: Everything should be made as simple as possible but no simpler

When I first started teaching NLP I had a tendency to try to pack as much into a session as I possibly could. Over time, however, I have realised that keeping things as practical and simple as possible is so much more beneficial.

But as Einstein reminded us, oversimplifying things can be a danger, too. We need to encourage more critical analysis in NLP. As a field we have sometimes had a tendency to be a little too self-referential and quote only the important figures from whatever lineage of NLP we come from.

Ironically while the evidence base from within the field may not always have been as robust as it could be (though this is changing!), there are so many studies in many different disciplines that support and enhance the basics of what we do. The work of David Eagleman on the brain, for example, Daniel Kahneman, and Amy Cuddy, to name just three. If you want to work with the NHS or government departments, the education system or business to help make things better you have to meet them where they are, and providing supporting evidence or studies that illustrate what you do really helps. It's match, pace and lead.

### 3: The importance of a well-formed outcome

We live and work in a world so often fixated with issues and problems that the simple shift in focus from how something is a problem for us to 'What do I want instead' can make a crucial difference to our experience.

A classic example came from one of the Ulster University MBA



students, a highly regarded business consultant, when he told us that he had been brought in to help with an ongoing dispute in a major organisation a few days before. Two senior directors who had had a very difficult relationship had apparently been having the same unproductive meeting every quarter for approximately 12 years, to resolve a logjam in a major project. As he sat in the room with these two very senior figures and listened to well-rehearsed patterns of the problems involved, he finally screwed up his courage and asked the question we had practised in class: 'What would you rather have?'

After a stunned silence as neither of them had actually contemplated this before, they got more resolved in the following 20 minutes than in the previous 12 years.

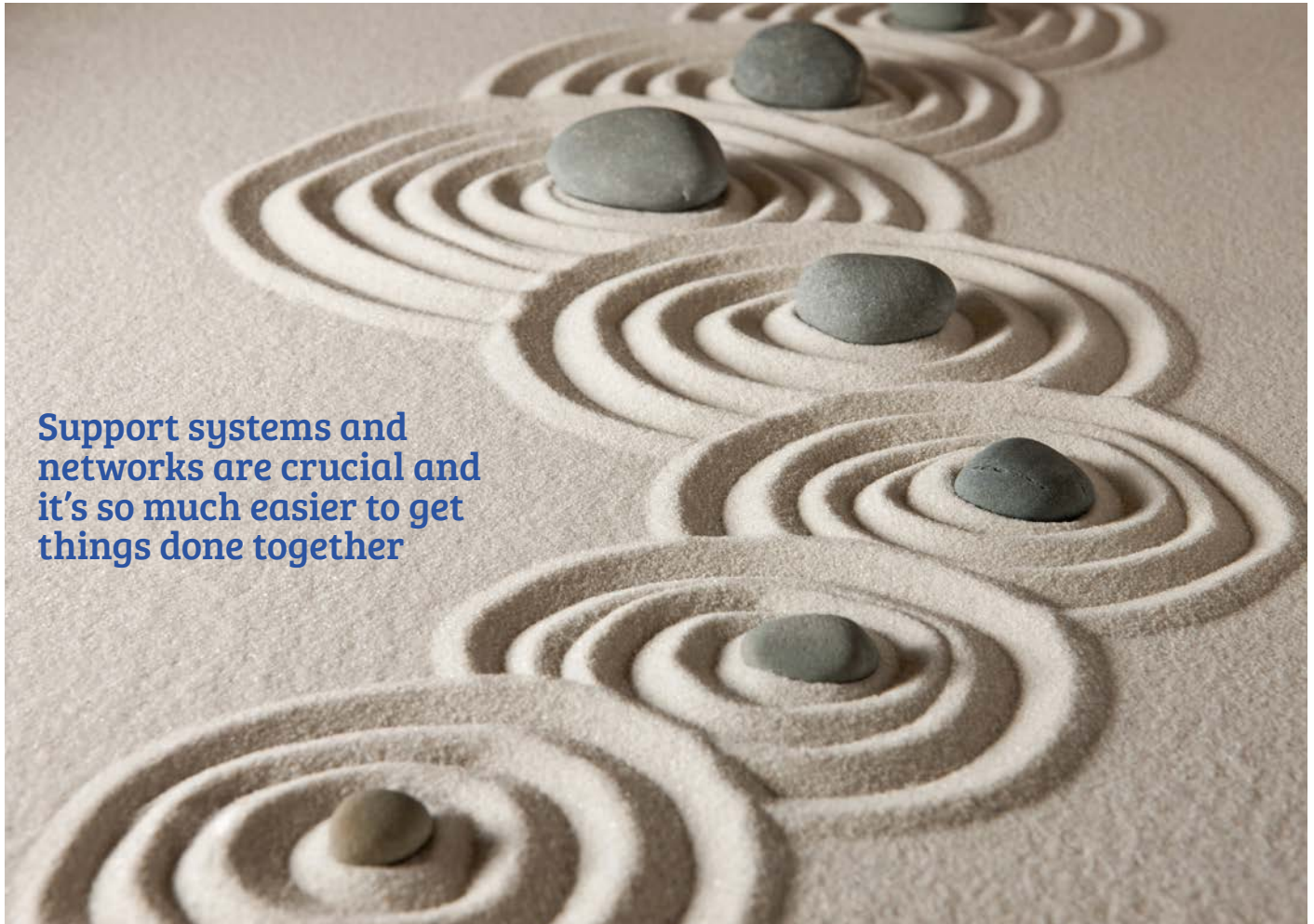
In Northern Ireland the Programme for Government (PfG) has been developed using outcomes-based accountability. This presents enormous challenges for a public sector that has often focussed on issues, not outcomes. The Chief Executives Forum and its inspirational Executive Director, Anne Dickson, quickly recognised that the well-formed outcome could help in developing meaningful outcomes to support the PfG, and a very successful series of programmes to this effect are now being provided in NI and are making a difference.

### 4: Think logically

Complexity is perhaps the greatest challenge for any leader and as Stafford Beer pointed out the way to deal with complexity is through organisation.

The logical levels framework developed by Robert Dilts is a deceptively simple and wonderfully powerful framework for doing just that.

In NI and across the UK, Lynn McKeown, a brilliant consultant and previous nominee for the NLP in Healthcare Award, helps veterinary, GP and dental practices with a range of issues and



**Support systems and networks are crucial and it's so much easier to get things done together**

▶ more often than not she uses the framework of well-formed outcomes combined with logical levels.

For example, a common issue faced by many businesses is where, through merger or acquisition, a number of small practices come together to form a larger entity. This can result in a clash of competing or differing values within the new management structure (sometimes called 'organisational schizophrenia'). Lynn very successfully uses the well-formed issue, well-formed outcome and logical levels frameworks to frame the conversation and move the business forward to a common purpose.

### 5: Modelling matters

We always teach modelling skills on our practitioner programmes and our students complete a full modelling project. Modelling is the heart of NLP and we find that completing the project not only encourages people to put into practice the skills that they have learned, it also gives them something tangible they can take away from the programme that they have created for themselves or others. Patrick Cordell came on our practitioner programme to enhance his work on suicide prevention. During the programme, Paddy realised that what he really wanted to do was to teach these skills in school so that he didn't have to get the call in the first place. Paddy decided to model some of the skills of the superb Andy Cope and his work in developing the Art of Brilliance in schools in the UK. Andy was so impressed with Paddy that he

invited him to join the team and to set up the Art of Brilliance in NI. Paddy is now not only doing amazing work in schools across Northern Ireland with people like Irish Rugby legend, Rory Best, but he also won the NLP in Education Award in 2017.

### 6: Collaboration beats competition

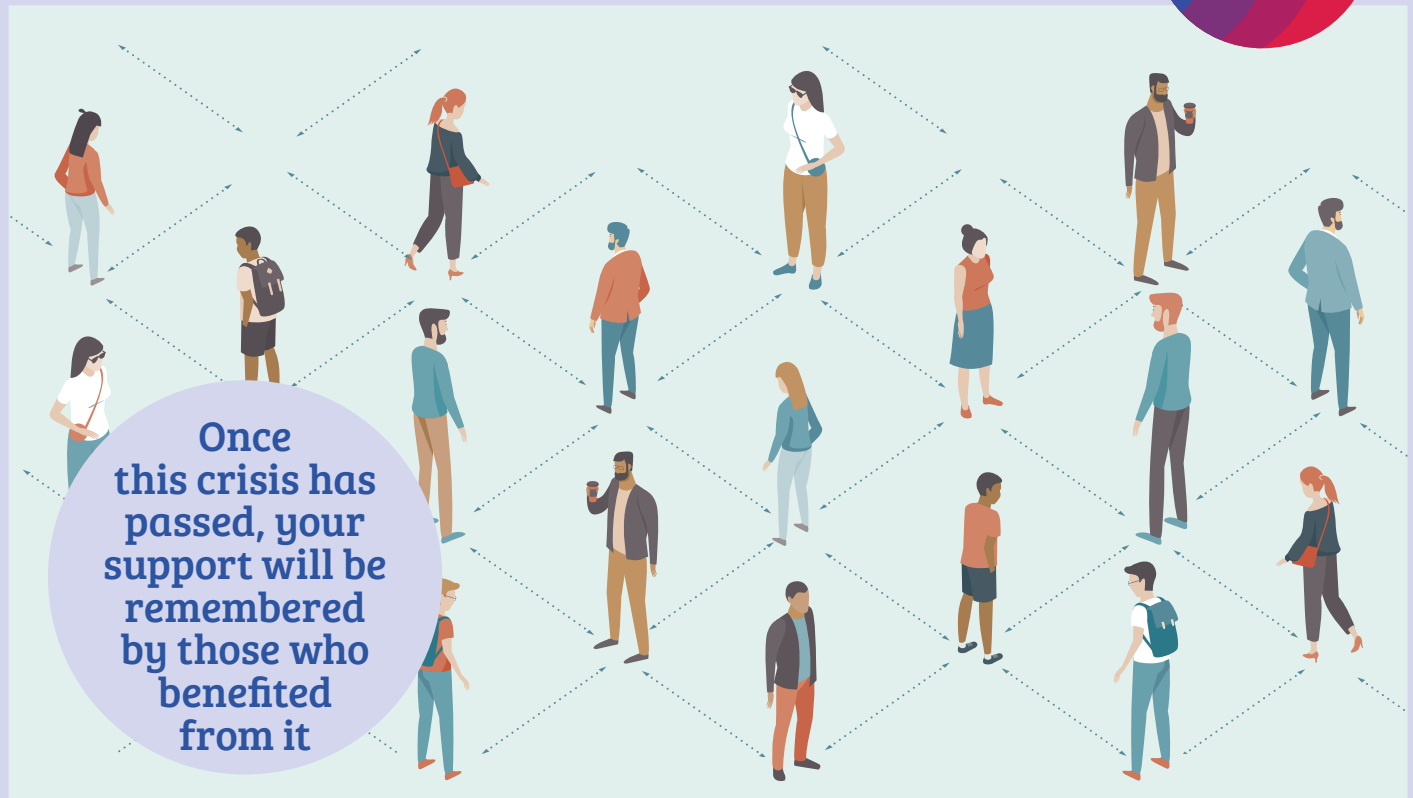
It's really hard to get things done on your own. Support systems and networks are crucial and it's so much easier to get things done together. One of our students a number of years ago suggested that we should set up a WhatsApp group for each course, and what started tentatively has become a major resource for people to swap ideas and experiences and questions. That interaction, along with practice groups, can make an enormous difference and a prime example of this is Leanne McCafferty who linked with Paddy Cordell to use their experience and NLP skills to secure £200,000 in funding from the Big Lottery Fund to develop a fantastic programme called Brilliantly Me, which is promoting positive wellbeing for people with learning disabilities. It provides an opportunity for strengths to shine and create a ripple of positivity throughout communities – helping people to build their confidence, make positive changes in their lives and be their best selves, brilliantly.

By sharing some of those experiences and some practical ways of putting them into action, my hope is that we can help you to spread your own tiny ripples of hope and make a difference. ■

**Michael Dunlop** is a (twice) certified NLP trainer and master practitioner. In addition to his coaching and professional consultancy work, Michael is also a visiting lecturer at Ulster University Business School; Associate Consultant for The Chief Executives' Forum and The Health & Social Care Leadership Centre; and has worked with some of Northern Ireland's most recognisable organisations in the public, private and community & voluntary sectors. Michael is deeply honoured to have been appointed as both the Irish Ambassador and the Specialist Envoy for Government for ANLP, the Association for NLP Professionals. He is passionate about NLP and its practical applications for helping people and organisations to become more effective in leading and creating change and making a positive difference for themselves and others.

# COVID-19 Support Hub

Our response and contribution to increasing wellbeing



**T**he NLP community has something powerful and precious to offer society during these challenging times. We are all having to find new ways of working and managing every aspect of our lives; as anxiety levels rise and we all face huge changes, the NLP community knows that everyone, especially key workers, could benefit from bitesize tips, tools and resources we can offer to support them.

ANLP are co-ordinating the efforts and good intentions of our community by inviting you to create manageable bitesize resources that everyone, especially key workers, NHS staff, frontline workers, teachers, business owners, employees and the self-employed, can access.

These bitesize resources can be:

- Videos
- Short articles and tips
- Case studies
- Online chats
- Community support
- Mini coaching sessions.

These resources can cover any aspect of the current situation we find ourselves in (e.g. state management tips, coping strategies, communication tools, managing conflict etc), *and* they are to be shared freely with ANLP, so we can create a series of resource pages, properly crediting all contributing members, that can then be offered directly to those who would most benefit, such as the NHS and the BBC.

If we can ensure that our community is actively supporting these key groups of people when they need it most, once this crisis has passed, your support will be remembered by those who benefited from it – and maybe, just maybe, NLP will be more quickly and easily recognised as a solution in future.

You can submit your bitesize resources in the following ways

(NB: email address for all submissions is [admin@anlp.org](mailto:admin@anlp.org)):

- **Videos** Please send us a YouTube or Vimeo link to your video (which will be no more than ten minutes long) and we will embed it on the relevant resource page, with a link to your profile.
- **Short articles and tips** Please send articles (one side A4) to us as a word document which includes your name and contact details. We will add these to our Covid-19 blog resource page.
- **Case studies** These can be added via your online dashboard in the section entitled 'Case Studies'; there are four clear questions to answer which enable readers to understand the impact NLP has. Please ensure your case study is added to the section 'COVID-19 Support'. We will add these links to the resources section.
- **Online chats and community support events** If you are hosting online support groups or community chats specifically relating to these challenging times, please add these events to our courses/workshops under the specific section 'COVID-19 Support'. We will add these links to the resources section.
- **Mini coaching sessions** If you are willing to offer complimentary mini coaching sessions, mentoring and support to individuals or groups who could benefit most from this service, please log in to your dashboard, where you can complete a short form to offer your complimentary services to those who will benefit most. Please include clear indication of the duration and number of sessions you are willing to offer. The response from members has already been fantastic! ANLP have been in contact with Mind, our mental health charity partner, and will be in touch with many more organisations, large and small, to give them access to our bank of free support resources, generously contributed by our members. (This information is also available on the website and was sent out in our email news update.) ■



# Amplify your presence

**T**he current situation is increasing the requirement for NLP services, and the NLP resources being provided to our frontline workers are raising awareness of NLP and ANLP.

We are currently using our social media platforms to remind members to update their profile. Since the new website has launched, we are getting thousands of unique visitors per month who are *not* members... and many of them are your potential clients, looking for *your* services in whatever form you provide them.

A complete and concise profile can help you get noticed. We have a number of tips on what a good profile is: a professional photo, a concise description of you and your services, the skills you have as an agent of change, and the specialities that make you stand out from the crowd.

We believe that giving full information and options to anyone searching for NLP services gives them security that they are dealing with a cadre of professionals.

Your ANLP membership provides you with a platform to showcase your skills. When the general public reach out for someone using the

online search facilities, what are you doing to connect with your potential clients? How are you giving yourself the best chance to communicate with your audience?

And yet, over 50% of our members have blank or incomplete profiles. How are you going to engage with your future clients if there is nothing to entice them into choosing you? Imagine buying from Amazon and seeing half the products with no pictures, descriptions or information about them – which one would you choose? ■

**Your ANLP membership provides you with a platform to showcase your skills**



## And Finally...

**P**lease remember that we, too, are managing the impacts of COVID-19 on our business and lives, so our resources are stretched and we may not be able to offer the same levels of personal support that we usually do.

Help us to help you by reading these news updates, checking the website and thinking about the things you can do to find the answer to your question before contacting us – we are handling a higher than usual number of enquiries and many of them relate to things we have already covered in our news pieces or emails! ■

# Managing the path of danger and opportunity through intentional fellowship



By Robert Dilts and Ian McDermott

A fellowship is a group of people that join together for a common purpose or interest




In our previous article (*Rapport 65*) we pointed out that when you discover your *mission* (your contribution to something bigger than yourself) and connect it to your *ambition* (your dreams and aspirations for your own life), you create a 'sweet spot' and something magical happens. You become a real leader and contributor; first in your own life and then in the lives of others.

However, sometimes this sweet spot doesn't feel so sweet in the moment. This is because it frequently takes us into unknown territory that is outside our comfort zone. Often where there is opportunity there is also risk and even

danger. Stepping into that sweet spot is usually the result of what we have called a 'Frodo moment' (see *Rapport 64*).

A *Frodo moment* is a situation in which you experience a 'calling', where your deepest resources are awakened in you. In some way you are impelled and compelled to step up, even though you don't necessarily know what you will do or how you will do it. The term describes the moment in Tolkien's *Fellowship of the Ring*, where the diminutive hobbit Frodo Baggins steps up and says, 'I will take the Ring to Mordor, though... I do not know the way.' Frodo's courage and willingness to step up and take on this dangerous and uncertain task, rising above fear and

pettiness to take action in the service of something beyond himself, inspires a group of others to do the same. This forms the basis of the Fellowship of the Ring.

Thus, the decision to step into your sweet spot doesn't necessarily always feel sweet – we don't think Frodo would have described that moment as sweet. But doing so is how you truly embrace your mission, and everything else follows from it. This decision can open up a space of both opportunity and potential danger. How to manage this path of danger and opportunity as you become more of a contributor and leader in your own life is the focus of this article. 

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▶ We think it is important to realise that the good news – or depending upon how you feel about it, the bad news – is that, in any given life, there will be many Frodo moments/sweet spots. Fortunately, some of these moments are truly 'sweet.'

As an example, our own journey with respect to the theme of fellowship started off at Angelina's Café in Paris over cups of hot chocolate. More than a decade ago, we and our wives, Paulette and Deborah, were taking a rare opportunity to meet with no agenda. As part of our free-form time together we decided to consult the I Ching by tossing a group of coins on our café table. To our fascination, one of the hexagrams that showed up was 'Fellowship.'

Given our long history of creating together, we had been searching for a way to share with others what we perceived as unique and special about our way of working with one another. We had been looking for a way to characterise this process. The term 'fellowship' immediately resonated with all of us and we embraced it as a calling.

According to Collins Dictionary, 'A *fellowship* is a group of people that join together for a common purpose or interest.' The Chinese character for fellowship used in the I Ching is *T'ung Jen* – 同人. The character literally means 'with' 同 'people' 人 and is about gathering people together to accomplish a goal that cannot be completed alone.

*T'ung Jen* is also the Chinese name of the I Ching Hexagram 13 – ䷌. The two trigrams making up the hexagram indicate

'heaven' (*Ch'ien* – the Creative) over 'fire' (*Li* – the Clinging). The implication of this is that the creative focus on achieving a greater good is necessary to transform the type of clinging that leads to misunderstanding, mistrust, confusion and conflict.

This dynamic has to do with the relationship between what we have been calling in our previous articles the *soul* ('heaven' and the creative focus on achieving a greater good) and the *ego* ('fire' and clinging to judgments and our own perspective and personal interests). As we pointed out in our last article, we reach sustainable success when our ego (ambition) is in the service of our soul (mission) – when 'fire' is appropriately positioned beneath 'heaven.'

Our experience at Angelina's launched us on a path of opportunity that has led to a whole series of creative outputs such as our online Fellowship Program, our series on intentional fellowship for *Rapport* magazine, our Masterclass at the 2018 ANLP Conference and presentation at the 2018 conference for the International Association for Generative Change. Our work with intentional fellowship has also become incorporated as a useful theme by a number of different organisations and associations, including the NLP Leadership Summit. At the meeting in Alicante, Spain earlier this year the notion of a Fellowship of Elders was central. We were honoured to facilitate a collective session exploring how to sustain the spirit of fellowship among Summit members in the coming years (see *Powered by NLP3*).

Of course, this same path has also

## The Chinese character for 'crisis' is a combination of 'danger' and 'opportunity'

brought us many challenging 'Frodo moments' and 'trials by fire'. In fact, we started our journey of intentional fellowship during the heart of the global financial crises of 2008–2009. Needless to say, this brought up many challenges for our training companies – ITS and NLP – as well as for our consulting and coaching clients. Successfully addressing these challenges solidified our appreciation for the profound and practical value of intentional fellowship. So, what might seem like an esoteric message on a hexagram has proven to be a valuable resource for us.

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One of the places where we strongly encounter both the forces of ego ('clinging fire') and soul ('creative heaven') is in times of crisis. In these moments we confront our egos but also need to find access to our souls. Interestingly, the Chinese character for 'crisis' – 危机 – is actually a combination of two ideograms. One is 'danger' and the other is 'opportunity.' Thus, the crises in our lives bring out the potential for both the clinging force of our ego and the creative spaciousness of our soul.

Very often what happens is that crises can trigger a fear or panic response and





## Intentional fellowship is the product of a particular mindset where we strive to be the best version of ourselves

the tendency to 'cling' – to lock down, constrict, constrain or pull in. So, how to stay creative, open and generative in the face of danger? Apple founder Steve Jobs pointed out, *'Sometimes when you're in the middle of one of these crises, you're not sure you're going to make it to the other end. But we've always made it, and so we have a certain degree of confidence, although sometimes you wonder. I think the key thing is that we're not all terrified at the same time.'*

A big part of what our connection to what we're calling the 'soul' (our creative focus on achieving a greater good) can do is actually to make it easier to stay focused, confident and constant. This is one of the purposes of intentional fellowship – to support one another to stay connected to the best version of ourselves and focused on our higher purpose. This is similar to what is called the 'Sangha' in Buddhist practice. Sangha is a Sanskrit word meaning community.

The tradition of Buddhism is centred on three practices referred to as the 'three jewels': Dharma, Buddha and Sangha (Figure 1).

- *Dharma* refers to discovering and pursuing one's purpose and place in the world. It is about authentically living your life path and fulfilling your purpose.
- *Buddha* symbolises the commitment to the full development of one's highest potential and being the best version of oneself.
- *Sangha* is one's community of peers, mentors, sponsors and collaborators who are using the same methods and working towards the same goals –

ie, of fulfilling your purpose and achieving your highest potential.



**Figure 1. The 'Three Jewels' of Buddhist practice**

It is interesting to us how well these three 'jewels' parallel the goals of intentional fellowship. As we have pointed out in previous articles (The Fellowship Mindset Scorecard in *Rapport* 63), intentional fellowship is the product of a particular mindset where we strive to be the best version of ourselves and to create something meaningful with others in service of a higher purpose. Some key characteristics of this mindset include:

- 1 Proactivity
- 2 Accountability
- 3 Ability to meet and accept challenges and to face the unknown
- 4 Being open to invite and work with the

contributions of others.

Like any other form of learning, developing this mindset is a function of practice and the appropriate support. In our online Fellowship Program we suggest that participants support one another in the following practice:

- 1 Map the crisis:
  - What are the dangers?
  - What are the opportunities?
- 2 Compile a fear inventory: put down in one place all of your fears.
  - What are you clinging to?
  - What are you most afraid of losing?
- 3 Connect to something bigger than the fear:
  - What is the bigger system that most needs your attention? (Family, profession, community, legacy, planet, etc.)
  - What does your fear energise you to do if you're able to stay grounded and connected to this bigger system?
- 4 Keep your mission in mind!
  - Recall your 'Frodo moment' when you took a stand and took on the mindset 'I will do it, though I don't know the way.'
  - What special gifts, resources and capabilities can you bring by staying connected to the best version of yourself?
- 5 Take action:
  - What steps can you take to avoid or transform the danger?
  - What can you do to take best advantage of the opportunities?

This last key step will be the focus of our next article in which we will explore how intentional fellowship can help us master the art of in-course correction. ■

**Robert Dilts** has a global reputation as a leading developer, author, coach, trainer and consultant in the field of NLP. He worked closely with NLP co-founders John Grinder and Richard Bandler at the time of its creation. Robert pioneered the applications of NLP to education, creativity, health, leadership, belief systems and the development of what has become known as 'Third generation NLP'.

**Ian McDermott** is the founder of International Teaching Seminars which this year celebrates its 30th anniversary. Ian pioneered the integration of NLP and coaching and is now doing the same for NLP and neuroscience. He has trained a generation. His work focuses on five main areas – innovation, entrepreneurship, legacy, leadership and collaboration. Nowadays he spends much of his time advising senior leaders.

# Ambassador update



## NLP Leadership Summit in Alicante 2020

**A**NLP was represented by Karen and Kash Falconer at the biennial NLP Leadership Summit in Alicante in January 2020. The Summit was also attended by eight ANLP Ambassadors, an additional seven NLP Specialist Envoys and three members of the ANLP Council of Generative Wisdom (14 in total as some people have more than one role with ANLP). This represents about 15% of the total number of attendees.

We thought it might be a good opportunity to explain what these titles mean and what these people represent.

ANLP has a mission to be the world's leading independent professional body for NLP and believes that this mission will give credibility and professionalism to the NLP industry. ANLP cares about the brand of NLP and will promote the use of 'good' NLP throughout society and especially when delivered by ANLP members.

### ANLP Ambassadors

Each Ambassador is selected as truly representative of the ethics, professionalism and aspirations of ANLP and their members, with a focus within a particular region or country.

Being an ANLP Ambassador has additional membership benefits and gives a unique opportunity to shape how ANLP interacts with your region or country in the form of ANLP open forums, ANLP support for regional, national or international initiatives and much more.

### NLP Specialist Envoys

Our NLP Specialist Envoys are industry and subject matter experts and a group that we refer to when we have questions from inside or outside the NLP community that need answering by someone who has specific expertise. We will seek advice and guidance from our industry experts, especially in relation to media-related matters.

In addition, their expert commentary on a particular subject may be the difference that makes a difference to another member of our community, empowering them to build stronger, more professional businesses and facilitate better interventions for their clients.

### The ANLP Council of Generative Wisdom

The Council is a powerful way forward for ANLP because being an independent professional body requires something different and a new way of thinking and acting. Whilst we strive to be generative in our thinking and the use of perceptual positions helps us, our abilities are, ultimately, limited to an internal view. The opportunities we have to collaborate with our Council as facilitators to empower us to find our way forward is something we find refreshing and, literally, inspiring.

Formally recognising this in our social enterprise structure enables us to demonstrate that we embrace feedback from a wide variety of perspectives and as

an independent body, this is as important to us as it is to external observers. In this respect, we are modelling many different ancient cultures who sought the collective wisdom of their tribe in order to serve their tribe better.

When we need to ask advice, sound out some ideas, get an ear that listens and a mouth that speaks with compassion, understanding, wisdom and honesty, we have people we turn to without hesitation. In reimagining how ANLP is structured, the people we want to attract, work with and represent, we have revisited how we would like to work with our global community and the general public, to raise awareness of NLP, to help reinvigorate the NLP brand and to bring about even more positive change in the world.

For more information and bios on our ANLP Ambassadors, NLP Specialist Envoys and Council of Generative Wisdom members, please visit the ANLP website pages listed below. ■

<https://anlp.org/anlp-regional-ambassadors>

<https://anlp.org/anlp-international-ambassadors>

<https://anlp.org/nlp-specialist-envoys>

<https://anlp.org/anlp-council-of-generative-wisdom>

**T**he ANLP International/Regional Ambassador is a prestigious position within ANLP. Being an ANLP International/UK Regional Ambassador has additional membership benefits and gives a unique opportunity to shape how ANLP interacts with your country or UK region. These benefits include:

- ANLP membership fees refunded when Ambassador targets are achieved.
- Use of title 'ANLP International/UK Regional Ambassador' on ANLP website and feature on the new ANLP International/UK Regional Ambassador profile page.

- Use of title 'ANLP International/UK Regional Ambassador' on your own business collateral.
  - Exclusive feedback into the ANLP Board on new initiatives for your own country/UK region.
  - Keynote speaker opportunity at regional ANLP workshops.
  - Free personal business advertising on ANLP website for 12 months, when Ambassador targets are achieved.
- If you feel that you can add to the international/UK regional voice of ANLP and would like to work with us on making ANLP and NLP more accessible in your country or UK region, please contact us via [future@anlp.org](mailto:future@anlp.org).

## Regional Ambassadors

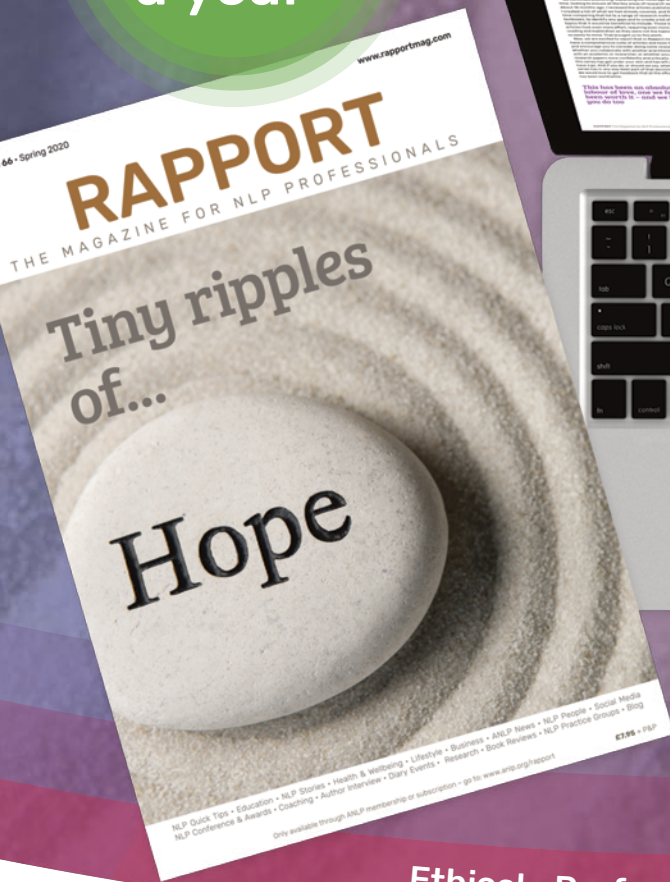
Aberdeenshire	Essex – <b>Emma McNally</b>	Northern Ireland
Angus	Gloucestershire – <b>Reb Veale</b>	Northumberland – <b>Madeleine Allen</b>
Argyle & Bute	Greater Manchester	Nottinghamshire
Avon	Gwynedd	Oxfordshire
Ayrshire	Hampshire	Pembrokeshire
Bedfordshire – <b>Patsy Wood</b>	Herefordshire	Powys
Berkshire	Hertfordshire – <b>Patsy Wood</b>	Scottish Borders – <b>Madeleine Allen</b>
Buckinghamshire – <b>Patsy Wood</b>	Isle of Wight – <b>Edward Grey</b>	Scottish Highlands
Cambridgeshire	Kent – <b>Melody Cheal</b>	Shropshire
Carmarthenshire	Lanarkshire	Somerset
Ceredigion	Lancashire	South Wales
Cheshire	Leicestershire	Staffordshire – <b>Dave Woolley</b>
Conwy	Lincolnshire	Stirling
Cornwall – <b>Lizzi Larbalestier</b>	London – Central – <b>Andy Coley</b>	Suffolk
Cumbria	London – East – <b>Andy Coley</b>	Warwickshire
Derbyshire	London – North – <b>Andy Coley</b>	West Midlands – <b>Daksha Malik</b>
Devon – <b>Ian Pitchford</b>	London – South – <b>Andy Coley</b>	West Sussex
Dorset	London – West – <b>Andy Coley</b>	Wiltshire
Dumfries & Galloway	Merseyside	Worcestershire
Durham	Moray	Yorkshire
East Sussex – <b>Melody Cheal</b>	Norfolk	
Edinburgh	Northamptonshire	

## International Ambassadors

Australia	Ireland – <b>Michael Dunlop</b>	Russian Federation
Brazil	Korea – <b>Shin Yong Hub</b>	Singapore
Brunei – <b>Luke Bong</b>	Malaysia – <b>Eleni Sarantinou</b>	South Africa – <b>Thabiso Mailula</b>
Canada – <b>Colette Normandeau</b>	Mexico	South Eastern Europe – <b>Slavica Squire</b>
East Malaysia – <b>Luke Bong</b>	Netherlands	Switzerland
Germany	New Zealand – <b>Suzanne Henwood</b>	UAE – <b>Marilou Seavey</b>
Greece – <b>Nick Fragkias</b>	Pakistan	USA – <b>Jerry Seavey</b>
India	Portugal – <b>Rita Aleluia</b>	

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